

## Message Text

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61

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/BIC/CAGNE/PHALE

COM/BIC/EM/JDOYLE

NEA/IAI/XVUNOWIC (INFO)

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P 302222Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY TEL AVIV PRIORITY

UNCLAS STATE 214967

E.O. 11652: NA

TAGS: BEXP, BENC, IS

SUBJECT: TANK FARM FOR BULK CHEMICALS LTD.

REF: TEL AVIV A-162

1. INFO IN REPAIR WAS PUBLISHED IN AUGUST 25 ISSUE OF  
COMMERCE BUSINESS DAILY AND CAGNE HAS BEEN CONTACTED BY  
TWO COMPANIES INTERESTED IN PURSUING THE OPPORTUNITY.

2. FRANK HOLAS, TOMPKINS BECKWITH INC. (P.O. BOX 2486,  
JACKSONVILLE, FLORIDA 32203; TELEX: 56202 TOMBECINC JAX),  
HAS TELEXED BULK CHEMICALS EXPRESSING INTEREST IN DISCUSS-  
ING PROJECT AND TAKING TRIP TO ISRAEL TO NEGOTIATE.  
ACCORDING TO HOLAS, COMPANY HAS DONE HALF DOZEN OR SO  
SIMILAR FACILITIES THROUGHOUT WORLD INCLUDING  
GREECE, BUT NOT AS YET IN MIDDLE EAST. CAGNE HAS PROVIDED  
HOLAS WITH BACKGROUND ON ISRAEL.

3. ERIC W. BLAUSTEIN, HOLLEY KENNY SHOTT INC., 921 PENN  
AVENUE, PITTSBURGH, PENNSYLVANIA 15222, WILL ALSO TELEX  
BULK CHEMICALS. HOWEVER, BLAUSTEIN HAS BEEN IN ISRAEL  
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RECENTLY LOOKING FOR OPPORTUNITIES AND IS OF THE OPINION

THAT AT LEAST THREE ISRAELI COMPANIES ARE CAPABLE OF  
UNDERTAKING THIS JOB. AN ISRAELI COMPANY WOULD PRESUMABLY  
  
BE MORE COMPETITIVE THAN U.S. COMPANY.

4. WOULD APPRECIATE EMBASSY CONFIRMING THAT MR. G. TRAUB,  
PROJECT MANAGER, BULK CHEMICALS, RECEIVED HOLAS' AND  
BLAUSTEIN'S TELEXES. ALSO REQUEST EMBASSY COMMENTS ON  
CHANCES OF U.S. COMPANY TO GET THIS CONTRACT. KISSINGER

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## Message Attributes

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